



CANNON BUILDING
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STATE OF DELAWARE
DEPARTMENT OF STATE

DIVISION OF PROFESSIONAL REGULATION

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PUBLIC MEETING NOTICE:	REAL ESTATE EDUCATION COMMITTEE
MEETING DATE AND TIME:	Thursday February 4, 2010 at 9:30 a.m.
PLACE:	Division of Professional Regulation 861 Silver Lake Boulevard, Cannon Building Second Floor Conference Room A Dover, Delaware

AMENDED AGENDA

(Amended items are noted by an asterisk)

- 1.0 Call to Order
- 2.0 Review and Approval of Minutes
 - 2.1 Meeting Minutes – January 7, 2010
- 3.0 Unfinished Business
 - 3.1 Continue CE Audit Review
- 4.0 New Business
 - 4.1 Review of Letters of Intent and Course Evaluations
 - 4.2 Review of Course Provider Applications
 - 4.2.1 Course Provider: New Castle County Board of Realtors
 - 4.2.1.1 Course Title: The Historic Home
Credit Hours: 3
 - 4.2.1.2 Course Title: Delaware Brokers Course
Credit Hours: 9 (Elective CE)
 - 4.2.1.3 Course Title: The Truth about Mold
Credit Hours: 3
 - 4.2.1.4 Course Title: The Magical World of Mortgages
Credit Hours: 3
 - 4.2.1.5 Course Title: Hot Topics in Real Estate
Credit Hours: 3
 - *4.2.1.6 Course Title: “Must Know Issues for 2010” (Navigating Troubled Waters)
Credit Hours: 3

- *4.2.1.7 Course Title: Real Estate Contracts
 Credit Hours: 3
- 4.2.2 Course Provider: Delaware School of Real Estate
 - 4.2.2.1 Course Title: Achieving Settlement by Minimizing Obstacles
 Credit Hours: 3
- 4.2.3 Course Provider: Sussex County Association of Realtors
 - 4.2.3.1 Course Title: The Road to Success I
 Credit Hours: 3
 - 4.2.3.2 Course Title: The Road to Success II
 Credit Hours: 3
 - *4.2.3.3 Course Title: Legislative Update: Contract Law for Rental Agents
 Credit Hours: 3
- 4.2.4 Course Provider: Kent County Association of Realtors
 - 4.2.4.1 Course Title: Professionalism in Real Estate Practice
 Credit Hours: 3
 - 4.2.4.2 Course Title: Short Sales and Foreclosures: What Real Estate Professionals Need to Know
 Credit Hours: 7
 - 4.2.4.3 Course Title: Broker's Core Course
 Credit Hours: 6
- 4.2.5 Course Provider: Ward & Taylor LLC
 - 4.2.5.1 Course Title: Must Know Issues for 2010 (Navigating Troubled Waters)
 Credit Hours: 3
- *4.2.6 Course Provider: Omega Real Estate School
 - 4.2.6.1 Course Title: Stress Management/The Ups and Downs of the Real Estate Market
 Credit Hours: 3
 - 4.2.6.2 Course Title: Using Green to Market to Buyers and Sellers
 Credit Hours: 3
- *4.2.7 Course Provider: Real Estate Learning Annex
 - 4.2.7.1 Course Title: Foreclosure Intervention Training for Real Estate Professionals
 Credit Hours: 3
- *4.2.8 Course Provider: Keller Williams Realty – Greater Newark
 - 4.2.8.1 Course Title: Social Media and How to Use it with Real Estate
 Credit Hours: 3
- *4.2.9 Course Provider: ProVest Realty Associates
 - 4.2.9.1 Course Title: Real Estate Concepts
 Credit Hours: 3
- 4.3 Review of Instructor Applications
 - 4.3.1 Valerie DeFontes
 Continuing Education: Legislative Update
 - 4.3.2 Gerald Proffitt
 Continuing Education: Legislative Update/Salesperson Core Course/
 Professional Enhancement: DE vs. PA Transactions/ Disclosures/
 DUCIOA/New Agency Law/Quirks in Real Estate/Short Sales &
 Foreclosures/Understanding the Agreement of Sale
 Pre-Licensing: Real Estate Law
 - 4.3.3 Charles C. K. Martin
 Continuing Education: Salesperson Core Course
 Pre-Licensing: Real Estate Sales
 - 4.3.4 Peter Kirsh

- Continuing Education: Salesperson Core Course/Broker Core Course/
Professional Enhancement: Short Sales/Foreclosures
Pre-Licensing: Real Estate Law
Broker's Course: Real Estate Documents/Legal and Governmental Aspects of
Real Estate
- 4.3.5 Paul Hughes
Continuing Education: Professional Enhancement: The Language of Green/The
Green Home
- 4.3.6 Theresa Minichiello
Continuing Education: Professional Enhancement: Home Staging
- *4.3.7 Candis Pressley-Blackwood
Continuing Education: Salesperson Core Course/Professional Enhancement:
Foreclosure Intervention Training
Pre-Licensing: Real Estate Sales
- *4.3.8 Joan Larrivee
Continuing Education: Legislative Update
- *4.3.9 Carolyn Roland
Continuing Education: Legislative Update
- *4.3.10 John Paul Kurth
Continuing Education: Legislative Update
- *4.3.11 Alfred Johnson
Continuing Education: Professional Enhancement: Fair Housing/Low-Income
Housing Tax Credit
- *4.3.12 Lisa Keil Cartwright
Continuing Education: Professional Enhancement: Real Estate Documents/
Ethics/Legal and Governmental Aspects of Real Estate
Pre-Licensing: Real Estate Law
- *4.3.13 Ruth Vella
Continuing Education: Legislative Update/Salesperson Core Course/Broker
Core Course/DREC Property Management Course/Professional
Enhancement: Closing Techniques/Using Single Family Homes for
Investment/Getting the Transaction to Settlement/ Nonverbal Sales
Strategies & Effective Listening Techniques/Obtaining and Retaining
Listings/Agony & Ecstasy of Co-Broking/Ethics/NAR Ethics
Pre-Licensing Course: Orientation/Real Estate Sales
Broker's Course: Brokerage (Sales Management)/Real Estate
Documents/Valuing Real Property/Ethics/Legal and Governmental
Aspects of Real Estate/Real Estate Investment
- *4.3.14 Kismat Oza
Continuing Education: Salesperson Core Course/Professional Enhancement:
Short Sales/Agent Etiquette/Ethics/Ethnic Diversity in Real Estate
Pre-Licensing Course: Orientation/Real Estate Sales
- *4.3.15 Mike McGavisk
Continuing Education: Legislative Update/Salesperson Core Courses/ Broker
Core Courses/Property Management Courses/ Professional Enhancement:
Leads Generation/Sales Skills/Finance/Sales Contracts/Train the Trainer/
Ethics or Professional Standards/Agency Relationships and
Responsibilities
Pre-Licensing Course: Orientation/ Real Estate Mathematics/ Real Estate
Sales
Broker's Course: Brokerage/Real Estate Documents/Valuing Real Property/
Financing/Ethics/Legal and Governmental Aspects of Real Estate/Real
Estate Investment/Mathematics

- 4.4 Review Student Requests for Approval of Educational Activity
- 5.0 Correspondence
 - 5.1 Review Correspondence from TriState Realtors Commercial Alliance Regarding PA Mandatory CE
 - 5.2 Review Elaine Woerner's Resume for consideration of Appointment to the Education Committee to Fill a Future New Castle County Professional Member Vacancy
 - *5.3 Review John Tarburton's Resume for Consideration of Appointment to the Education Committee to Fill a Future Sussex County Public Member Vacancy
- 6.0 Other Business before the Committee (for discussion only)
- 7.0 Public Comment
- 8.0 Next Meeting – March 4, 2010
- 9.0 Adjournment

Please Take Note: To assure consideration of an application at a meeting, the Board office must receive all of these items no later than 4:30 p.m. ten full working days before the meeting date:

- Completed, signed and notarized application form,
- Fee payment, and
- All required documentation.

A final amended agenda will be published to reflect any items received after the original agenda is posted.

Unforeseen circumstances may result in a meeting being cancelled due to a lack of quorum.

Pursuant to 29 Delaware Code, Section 10004(e)(2), the Board shall pre-announce or pre-publish all Executive Sessions; however, such agenda shall be subject to change to include additional items including Executive Sessions which arise at the time of the body's meeting.

MEMBERS: PLEASE CALL THE BOARD OFFICE AT 302-744-4500 OR EMAIL customerservice.dpr@state.de.us IMMEDIATELY IF YOU CANNOT ATTEND THE MEETING. THANK YOU.